

Message Text

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TO USDOC WASHDC

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E.O. 11652: N/A

TAGS: BEXP, BTIO, LI

SUBJ: IMMEDIATE TRADE OPPORTUNITY TO OUTFIT COMPLETE PRINTING
PLANT IN LIBERIA

1. LIBERIAN DEVELOPMENT CORPORATION (LDC), GOVERNMENT OF LIBERIA (GOL)-OWNED CORPORATION, HAS BEEN GIVEN RESPONSIBILITY FOR NEGOTIATING PURCHASE, INSTALLATION AND TRAINING FOR COMPLETE GOVERNMENT OWNED PRINTING FACILITY TO INCLUDE BOTH OFFSET AND LETTER PRESS EQUIPMENT. PRINTING PLANT TO BE IN PLACE AND OPERATING BY DATE OF ORGANIZATION OF AFRICAN UNITY CONFERENCE NOW SCHEDULED FOR JUNE 1979.

2. PLANT EQUIPMENT TO BE PURCHASED BY CONFIRMED LETTER OF CREDIT. FINANCING WILL BE AVAILABLE THROUGH LIBERIAN DEVELOPMENT CORPORATION, THOUGH ADDITIONAL STUDY WILL BE GIVEN TO POSSIBLE FINANCING ASSISTANCE THROUGH EXIM BANK. COST OF INSTALLED EQUIPMENT ESTIMATED ROUGHLY IN EXCESS OF FOUR HUNDRED THOUSAND DOLLARS.

3. SEVERAL QUOTES FOR EQUIPMENT RECEIVED EARLIER FROM EUROPEAN SUPPLIERS. QUOTES RECEIVED, EVEN FOR IDENTICAL PIECES OF EQUIPMENT, HAVE INVOLVED UNEXPLAINED WIDELY DIVERGENT PRICES AND HAVE SERVED MORE TO CONFUSE LDC'S PLANNING THAN TO ASSIST IN SUPPLIER SELECTION. AS RESULT, GENERAL MANAGER OF LDC, MR. HILARY WILSON, AND INTERNATIONAL EXECUTIVE SERVICE CORPS CON-

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SULTANT, MR. ANDREW MURRAY, HAVE ASKED FOR EMBASSY ASSISTANCE IN LOCATING NATIONAL DISTRIBUTORS OF PRINTING EQUIPMENT AND SUPPLIES IN U.S. WHO WOULD BE INTERESTED AND CAPABLE OF PROVIDING QUOTES ON ENTIRE PLANT PACKAGE. COMPANY SELECTED WILL BE EXPECTED TO ARRANGE CENTRAL PURCHASE OF ANY EQUIPMENT NEEDED WHICH IT DOES NOT DISTRIBUTE, AS WELL AS TO PROVIDE CONSOLIDATED SERVICES OF SHIPPING, INSTALLATION AND NECESSARY EQUIPMENT

TRAINING IN LIBERIA.

4. BUILDING TO HOUSE EQUIPMENT ALREADY ACQUIRED AND CONTRACT UNDER WAY TO REFURBISH AS REQUIRED. MESSRS. WILSON AND MURRAY PREPARED TO TRAVEL TO U.S. FOR FINAL NEGOTIATIONS AS SOON AS PRELIMINARY PRO FORMA INVOICES RECEIVED FOR EQUIPMENT LISTED BELOW.

5. THREE PRO FORMA INVOICES REQUESTED. PRO FORMA NUMBER ONE SHOULD INCLUDE FOLLOWING EQUIPMENT:

(A) ONE TWO-COLOR 25-INCH OFFSET PRESS COMPLETE WITH SPRAY GUN, ETC.

(B) ONE TWO-UNIT WEB OFFSET PRESS 36-INCH WITH NEWSPAPER AND BOOK FOLDER (SIMILAR TO GOSS COMMUNITY WITH SC FOLDER). (C) ONE 24-INCH FILM PROCESSOR WITH REPLENISHING UNIT. (D) ONE FILM DRYING CABINET. (E) ONE NU-ARC DARK ROOM SINK WITH VIEWER FOR 20 BY 24-INCH TRAYS. (F) ONE NU-ARC DARK ROOM SINK WITH VIEWER FOR 14-INCH TRAYS. (G) ONE NU-ARC PLATE DEVELOPING SINK FOR 38-INCH PLATES. (H) FOUR REVOLVING DOORS, CONSOLIDATED 200 SS. (I) ONE PASTE UP WAXER. (J) FOUR MODEL 360 AB DICK OR EQUIVALENT. (K) ONE AUTO MINI-BINDER SIMILAR TO SELBY MK II. (L) ONE BALDWIN PACKING GUAGE. (M) ONE NU-ARC VISSVI 8 VIEWERS. (N) TWO COMPUGRAPHIC MODEL EXECU WRITER II.

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6. SEPARATE PRO FORMA INVOICE NUMBER TWO SHOULD PROVIDE SUGGESTED LIST OF MISCELLANEOUS EQUIPMENT AND PRICES FOR DARK ROOM AND PRESS ROOM (FOR EXAMPLE, LINEN TESTER, ETC.) TO SUPPORT PACKAGE CONTAINED PRO FORMA NUMBER ONE.

7. SEPARATE PRO FORMA INVOCIE NUMBER THREE SHOULD INCLUDE BLANKETS (SOLNA 124-125); TWO-COLOR 25-INCH AURINNA; GOSS COMMUNITY; PLATES; INK; FILM; DEVELOPER; ETC., AS YOU MAY SUGGEST.

8. FOLLOWING POINTS EMPHASIZED: (A) AII QUOTATIONS SHOULD BE CIF MONROVIA, DUTY-FREE, INCLUDING INSTALLATION OF EQUIPMENT AND TRAINING OF PERSONNEL TO OPERATE EQUIPMENT. (B) SUPPLIERS ARE FREE TO QUOTE ON ABOVE SPECIFIC MODELS OR EQUIVALENT REPEAT EQUIVALENT OF OTHER MANUFACTURERS. (C) CABLE SUBMISSION OF PRO FORMA NUMBE ONE ONLY REPEAT ONE ONLY REQUESTED ASAP. SUBMISSION OF PRO FORMAS TWO & THREE SHOULD RECEIVE SECOND PRIORITY AND FOLLOW WHEN COMPLETED.

(D) PLEASE QUOTE ON ALL ITEMS AS ONLY ONE SUPPLIER WANTED.

(E) PLANT MUST BE OPERATIONAL BY JUNE 1979. (F) SUPPLIER WHICH IS SELECTED WILL HAVE VALUABLE PRIVILEGE OF PROVIDING GUIDED TOURS OF NEW PRINTING FACILITY TO VISITING AFRICAN DIGNITARIES DURING OAU CONFERENCE. COULD DEVELOP MARKET OPPORTUNITIES IN

OTHER AFRICAN COUNTRIES.

9. RESPOND TO:

LIBERIAN DEVELOPMENT CORPORATION

ATTN: MR. ANDREW G. MURRAY

UNITED NATIONS DRIVE

P. O. BOX 9043

MONROVIA, LIBERIA

PHONE: 22532

CABLE: LEDEVCO

10. ACTION REQUESTED: LDC HAS ALREADY CONTACTED FOLLOWING

FIRM BY CABLE:

MR. HARRY GRANT, CHMN OF BD

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ROBERTS & PROCTOR INC.

4140 W. VICTORIA AVENUE

CHICAGO 46, ILLINOIS

WOULD APPRECIATE FOLLOW-UP WITH ROBERTS & PROCTOR TO ENCOURAGE

RESPONSE ASAP AND NOTIFICATION OF ADDITIONAL APPROPRIATE FIRMS.

U.S. FIRMS HAVE EXCELLENT OPPORTUNITY FOR THIS BUSINESS IF THEY

ACT PROMPTLY AND THOROUGHLY. THANKS.

CARTER

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